

MOTOR CARS FOR 1918 ARE FAR SUPERIOR TO PREVIOUS MODELS

Expert Says Cars Cost More But Buyers Get Their Money's Worth as Cars Cost Less to Maintain and Are Easier to Control; Many Refinements Despite the War; Beauty of Lines Noticeable.

By MERLE SHEPPARD.

THE 1918 motor car is a better performer than the one of 1917. It will accelerate faster, it will start easier; it does not require as long a time to warm up; it is easier to control; it is better appearing, and it is less expensive to maintain.

The manner in which these improvements have been made are of interest to every car purchaser, and they spell the story of improvement during a year when conditions have been disturbed as never before.

Each year the difference between the up-to-date car and the product of the year before is becoming less and less, and yet it would not be correct to say that the 1918 car is any more than that of 1917. Refinements have gone in to improve the car, but the improvements are not so radical as they were a year ago. The car today is getting a better car than the man who bought his car a year ago.

It is true that purchasers of cars today must pay more for their vehicles. Almost monthly a new crop of cars increases have been reported in all but the very lowest priced cars. Some of these price increases have been as much as \$200 and \$300; others have been \$25 and \$50—but the trend this year has been ever upward.

Probably the point which interests American buyers more than anything else is that of acceleration. They demand a car which can get away so rapidly that the occupants can feel themselves being carried forward with almost irresistible impulses. The faster the car must always go in order to satisfy the demand of the American buyer for the quick start-up which he demands on high gear.

There are just two factors in acceleration: weight and power. The weight of the engine is increased and the power remains the same, the car will have more acceleration. On the other hand, if the propulsive effort remains the same and the weight is increased, the acceleration will be decreased. As a matter of fact, during the year, by various little tricks of design, the power of the engine has been increased and the car itself lightened through the more scientific distribution of the material in chassis and body.

Probably the worst feature with which the designers have had to deal during the year has been the decreasing quality of gasoline. Most of the more fuel bought from the pump stations along the city streets or from the country garage has been of poorer quality than the gasoline on the market three or four years ago.

The heavy constituents of the fuel are hard to evaporate and difficult to ignite, and it has required improvements of almost incredible ingenuity to enable the engine to handle this heavy product as efficiently as the more volatile fuels of the past year. The methods by which the requirements have been accomplished vary in different factories. Mainly, they may be classified as better evaporation of

The Roads All Lead To El Paso



FREE ECONOMY REAL OBLIGATION

It's Up to Motorist to Get Most Mileage They Can From Gallon.

"For the most part, the motorist is apt to think of fuel economy merely as a saving of money," says Leo J. Trost of the Franklin Motor Car company. "Yet the question is so much broader than that of conservation of the supply of gasoline and oil because a national obligation of equal importance to that of conservation. It is not so much a question of money as it is a question of whether an automobile owner can afford to use gasoline and oil extravagantly and to be careless about costs in automobile operation generally, for it must be remembered that while the money expended for fuel can be used again and again in normal circulation, the fuel once consumed is actually an economic loss, as far as the supply is concerned. And with the nation at war, such a loss, if permitted to go on unchecked, means a serious drain on the tremendous quantity of fuel demanded for the operation of government machinery for transport, and the maintenance of one kind and another."

In addition, Mr. Trost points to the great saving in money on our transportation system if the full possibility of reducing the national gasoline consumption were taken advantage of. If all automobiles would register 30 miles to the gallon of gasoline, the total fuel required for motor car purposes would, if it is estimated, be reduced fully 25 per cent.

While saving would result from a corresponding reduction of tank car movement on the railroads and make room for other classes of freight.

"Furthermore, the necessity to maintain unimpaired the great mileage of motor cars, these days of utility purposes, strictly, that cars in such service should not have their supply of fuel diminished by unnecessary consumption of motor car in general. This country's transportation system is more a problem of the motor car than ever, and it is up to everyone to do his share to keep this great means of railroad relief in constant and unrestricted operation."

For these reasons, if for no others, Mr. Trost urges that all motorists look closely to gasoline consumption in their cars. It is more and more becoming the rule to regard the exact mileage of the standard and more efficient cars as the highest of commendation. In fact, how much mileage a car renders for the gasoline consumed is the best and most greatly desired of the car owner.

Becomes Author



S. V. NORTON.

THERE will soon be issued a book on "The Motor Truck as an Aid to Business Profit." The book will contain 100 pages, fully illustrated, and will treat exhaustively of the uses to which the motor truck can be put today, the means of getting the most from it, and the agencies which increase its efficiency. The author is S. V. Norton, manager of truck tire sales at the B. F. Goodrich Rubber company.

The business man who is contemplating the purchase of a truck or who is desirous of making his truck perform more effectively, Mr. Norton's book holds out a valuable information as to the means of getting the most from it, and the agencies which increase its efficiency. The author is S. V. Norton, manager of truck tire sales at the B. F. Goodrich Rubber company.

That in lamping the piston it should be given both a reciprocating and an oscillating motion? That if the silent chain is exposed when in use it should be oiled as frequently as possible? That maximum tire mileage will be obtained if the casing is always properly inflated and kept free from cuts?

That if your car always is loaded to capacity the tire should be inflated to the maximum called for by the size, but if the load carried is less than normal the tire pressure can be reduced and safer riding obtained? That when a stud has become "frozen" in place you can remove it by screwing on two nuts and turning the lower nut with a wrench? The upper one acts as a lock and the lower one to pull the stud around.

PET COCK HANDLE THAT FOLDS URGED That of us have occasion at times to prime our engines. It means opening the pet cock on top of the cylinder block, and what a job on some. The handle is too short and we twist them off many times in constant vain. It goes without saying that the handle gets hot, so most times we have to use gloves or a rag to catch hold of it. It seems these handles could be made to fold up in a way that when not needed they would present a small lever, and in addition the outer could be fitted with a heat insulated material to prevent the hand from burning on trying to pull.

SEDANS SELL BETTER IN COUNTRY DISTRICT "People have had an idea that a Sedan is a city car, strictly," said E. Gordon Perry, of the Lone Star Motor company, on Friday. "That this is erroneous is proven by the fact that we have sold more of the so-called country districts in the last ten days than in the city. N. L. Casper, of Alpine, was in this week to drive his second Dodge sedan in ten days, while in the same period we have delivered three to our dealers at Silver City."

L. A. SMITH PROMOTED. Because of the great increase in the work of the sales and advertising departments of the Maxwell and Chrysler companies, it has been deemed advisable to provide another assistant for T. J. Toner, director of sales, the man marketing the Maxwell and Chrysler cars. L. A. Smith, recently general sales supervisor of the Maxwell Motor Sales corporation at New York, has been promoted to the position of assistant to T. J. Toner. Mr. Smith was formerly supervisor of Maxwell sales in the El Paso territory.

RATTLING HOOD. A hood that has a tendency to rattle with the vibration of the motor, may be silenced by drilling a series of holes in the band of metal on which the hood rests and threading a strip of leather through the holes. In this way the hood rests on leather instead of metal, so that it cannot make a noise.

SILVERSPARRE IS OFF TO CHICAGO

Lazenby Succeeds Him as Manager of the Boss Rubber Company.

S. Zack Silversparre was a passenger, this afternoon, for Chicago. He goes to his old home in the Windy City to investigate several business openings that have been offered him and plans to make his future home in or near Chicago.

Mr. Silversparre resided in El Paso a little over two years and is one of the best known men in the tire business of the southwest. It was in 1909 that he first became associated with the Boss Rubber company and at that time the company conducted a small vulcanizing shop in Denver. Largely through the enterprising of Mr. Silversparre, the business grew rapidly and in 1915, when the El Paso office was opened, the Boss Rubber company of El Paso had five stores and its total business reached \$400,000 for the year.

The business of the El Paso office greatly impressed Mr. Silversparre and he decided to sell out his other interests and take over the El Paso business as a separate concern and the Boss Rubber company of El Paso was formed. Some idea of the growth of the business here may be gauged by the fact that the total business in the eastern field.

A desire to settle among his relatives in Chicago has been growing on Mr. Silversparre for some time and he had a chance, recently, to dispose of much of his holdings in the local market with the result that he is now heading for the Windy City.

Fred H. Lazenby, who has been associated with the Boss Rubber company recently as secretary and treasurer, will also become general manager of the company, in succession to Mr. Silversparre. He has just returned from a trip to the Kelly-Springfield factories at Akron and Buffalo where he gained a practical knowledge of how tires are made. He also visited the larger Kelly-Springfield distributors in the eastern field.

H. S. Quackenbush, who came to El Paso as office manager of the new Firststone branch when that was opened, has joined the Boss forces as office manager and assistant to Mr. Lazenby.

QUESTIONS AND ANSWERS

Quaker's Service Department.

Will you kindly tell me which state has the greatest number of motor vehicles and also which has the greatest number in proportion to its population.—Jon Morris.

On January 1, 1918, New York state had 491,800 motor vehicles registered. Iowa and Nebraska are tied for the lead in cars per unit of population, with a motor vehicle for every eight residents.

I've got some road tar on the body of my car; will you please tell me how I can remove it without injuring the finish. Also, sometime ago I saw an item which read as follows: "By adding an ounce of camphor to each five gallons of gasoline an English automobile says he has effected a fuel saving of 20 per cent." Would you advise this?—R. Foley.

Camphor is a substance which will remove tar. Ordinary salt butter applied locally will do it. Allow the tar to remain on the spot for 30 minutes and then wipe it off with a clean cloth. If this does not do it, saturate a piece of clean cloth with kerosene and rub the tar spot. Try to rub as little as possible and once the tar is off, do not rub further. Kerosene attacks the finish. (2) Camphor balls or naphthalene may or may not effect a saving. It is simply a case of adding another hydrocarbon to the gasoline. Do not use the camphor balls because you may experience fuel trouble. If you are trying to save fuel expense, add kerosene in the proportion of about one gallon to four of gasoline.

I have a Dodge car of 1915, which does not make hills on high as it does by other cars of the same make and year. It is equipped with a magneto and will idle down to five miles per hour. The pistons and rings are in good condition. Do you think the magneto is set too late and how could I advance it? The valves have been set and ground.—T. Jones.

I cannot understand why you do not get a sufficient spark advance. The magneto in question has a wide enough range. I do not believe that it is in the tradition at all but in the nature of the engine. Careful attention to the timing of the valves in the power output and the mixture of the gas will give you a better result. The gas valve is the clutch of the engine. If the clutch is not properly adjusted, the engine will not run properly. Often an owner blames the engine when a slipping clutch makes him slithering difficult.

I have an Oakland light six 1918 touring car. It has been laid up all winter and a few days ago when I started it it smoked. I ran it for a while and it smoked. I put in new amount of oil and it still smoked. How can I cure this trouble?—Wander.

The reason for the smoking is that all works past the piston rings into the combustion chamber. This leakage is caused by: (1) Too much oil in the crankcase or too little. (2) Worn rings. (3) Worn cylinders. You will probably find the cause in number one or two.

Are there any more available for automobile tourists to cover the route between Canyon, Miss. and Knoxville, Tenn.—B. A. Bush.

Yes. Write the American Automobile association, New York city and you can get very good maps at a reasonable figure.

SOUTHPROSPERS AND BUYS AUTOS

Franklin Official Finds a Good Market for All Makes of Cars.

As a barometer for financial conditions anywhere, automobile buying is probably more trustworthy than any other single condition. People who are prosperous will buy cars, and automobile manufacturers' sales records show quite clearly at all times the conditions in different sections.

Just now, the Franklin Automobile company's sales chart shows a most decided advancing curve in the southern territory, indicating prosperity such as has not been enjoyed for many years.

S. J. Ackerman, sales manager for the Franklin Automobile company, who has just completed a three weeks' visit through the Atlantic coast states, finds satisfactory explanation for the south's prosperity. In the tremendous demand for cotton, tobacco and other products that are grown there, the southern farmer, says Mr. Ackerman, "has, in a sense, suddenly become rich, and of course immediately thinks of a motor car."

"It is worthy of note, however, that very careful thought is given to the performance of cars of different price, and economy in mileage is given preference over initial cost."

Going to its air cooled features, the Franklin car is very popular throughout the south, and Mr. Ackerman foresees wonderful business there this year, not for his company alone, but for every automobile manufacturer who produces a car that can come up to the southern demand for comfort, stability and economical operation.

NOW IT IS CAPTAIN CARL NEWELL, Q. M. C.

Mail arriving from Washington at the Lone Star Motor company addressed to Capt. Carl Newell, Q. M. C., was the first intimation here that the former Packard service man had obtained a commission in the army. It is believed that he is now on his way back to El Paso from Washington, where he recently went. Capt. Newell was with the Pershing expedition into Mexico as a civilian truck master and recently went to Camp Meade to do the blintz.

Don't Throw Old Tires Away Until Really Worthless

"Don't throw your old tires away until you are sure they are worthless," says D. C. Booth, of the Quick Tire Service.

"Modern methods of repairing, retreading and vulcanizing can save many of the tires that in years past have been discarded as worthless. If the fabric is holding up well, though the tread be worn, take the time to a competent vulcanizer and get his opinion as to a retread."

"And a blowout doesn't always mean the end of a tire. Perhaps a section will make it as good as new. Get competent advice on your old tires and you will save money."

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ARIZONA TAKES MANY MITCHELLS

Schooler Closes for Over 200 in Single Week in Busy State.

R. P. Schooler, southwestern representative of the Mitchell factory, returned on Friday from a week's business trip to Arizona, during which time he closed contracts in that state to cover 200 Mitchell cars, to be delivered through the new southwestern Mitchell distributors, the West Texas Motor company, of this city.

Mr. Schooler was accompanied by H. W. Ferguson, treasurer of the company, and they had expected it would take two weeks at least to close up the agency contracts in Arizona, but they found an established demand for the Mitchell line in that state and their business was quickly finished.

The first shipment of new Mitchells will reach the West Texas company in the next few days. It is stated that there have been changes in the cars. R. C. Reuschow, who was one of the men to put the line on the map, is now general manager of the Mitchell line in the new models. Another change in the new models. Another former line man who is well known here, V. A. K. is also associated with the Mitchell as assistant sales manager.

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That two or three pairs of cylinders instead of one should be carried? That you must know the load per tire in order to inflate properly? That two horns should be installed when a long tour is to be made? That one should never forget spare tire valves and a hand tire pump far away?

That in lamping the piston it should be given both a reciprocating and an oscillating motion? That if the silent chain is exposed when in use it should be oiled as frequently as possible?

That maximum tire mileage will be obtained if the casing is always properly inflated and kept free from cuts? That if your car always is loaded to capacity the tire should be inflated to the maximum called for by the size, but if the load carried is less than normal the tire pressure can be reduced and safer riding obtained?

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